

Message Text

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TOSEC 77

FOR BREMER

E.O. 11652:GDS

TAGS: PGOV, OCON

SUBJECT: WASHINGTON MFM

1. AS PER THE SECRETARY'S INSTRUCTIONS, WE HAVE REVISED THE TALKING POINTS FOR HIS OPENING STATEMENT TO THE MEETING WITH THE LATIN AMERICAN FOREIGN MINISTERS TO TAKE INTO ACCOUNT HIS COMMENTS AT OUR MEETING WITH HIM ON MARCH 23. TEXT FOLLOWS:

THIRD DRAFT
MARCH 26, 1974

TALKING POINTS FOR YOUR OPENING STATEMENT AT WASHINGTON
MFM, APRIL 17-18, 1974

-- MY DISTINGUISHED COLLEAGUES, ON BEHALF OF PRESIDENT NIXON AND THE PEOPLE OF THE UNITED STATES, I WOULD LIKE TO WELCOME YOU TO THE CONTINUATION OF OUR DIALOGUE BEGUN EIGHT WEEKS AGO IN MEXICO CITY AT THE CONFERENCE OF TLATELOLCO.

THE SPIRIT OF TLATELOLCO
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-- IT HAS BEEN SAID THAT A MAJOR ACHIEVEMENT OF THE TLATELOLCO CONFERENCE WAS THE CREATION OF A NEW ATTITUDE AMONG THE GOVERNMENTS OF THIS CONTINENT TOWARD THEIR

RELATIONS WITH EACH OTHER. MUCH HAS BEEN SAID ABOUT THIS SPIRIT OF TLATELOLCO OVER THE PAST EIGHT WEEKS.

-- SOME COMMENTATORS HAVE BEEN CONCERNED LEST THE SPIRIT EVANESCE WITH THE PASSAGE OF TIME. SO FAR THE NEW SPIRIT IN INTER-AMERICAN RELATIONS SEEMS TO HAVE BEEN VIABLE. THE U.S. DELEGATIONS TO THE MEETINGS OF THE INTER-AMERICAN ECONOMIC AND SOCIAL COUNCIL AT QUITO AND THE MEETING OF THE GOVERNORS OF THE INTER-AMERICAN DEVELOPMENT BANK AT SANTIAGO HAVE REPORTED TO ME THAT AT THOSE CONFERENCES THERE WAS A DIFFERENT MOOD FROM THAT OF PREVIOUS MEETINGS IN RECENT YEARS. EVIDENTLY THE ATTITUDE OF INFORMALITY, FRANKNESS, AND A DESIRE TO COOPERATE WHICH WE ACHIEVED AT TLATELOLCO CARRIED OVER INTO THESE MEETINGS. SECRETARY SHULTZ HAS REPORTED ESPECIALLY HIS SATISFACTION AT THE CONCRETE ACCOMPLISHMENTS AT SANTIAGO IN STRENGTHENING EXISTING CONSULTATIVE PROCEDURES AMONG THE IDB GOVERNORS TO MAKE THEM MORE EFFECTIVE NOT ONLY ON FINANCIAL MATTERS WITHIN THIS HEMISPHERE, BUT ON GLOBAL ISSUES AS WELL.

-- BUT WE DO NEED TO BE ON OUR GUARD AGAINST MISTAKING SPIRIT FOR SUBSTANCE.

ATTITUDES ARE IMPORTANT: A NEW ATTITUDE AMONG OURSELVES PROVIDED THE DYNAMIC WHICH MADE THE MEXICO CONFERENCE A SUCCESS.

HOWEVER, UNLESS OUR NEW ATTITUDE HAS SOME PRACTICAL EFFECT, IT CAN LEAD TO FRUSTRATION AMONG OUR PEOPLES, IN WHICH CASE WE COULD BE WORSE OFF THAN WHEN WE STARTED THIS PROCESS.

-- MOREOVER, WE ALSO MADE AN EXCELLENT START AT TLATELOLCO IN STATING THE BROAD PRINCIPLES THAT SHOULD GUIDE OUR RELATIONS.

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THIS WAS IMPORTANT TO GIVE A SENSE OF DIRECTION AND OF COMMITMENT THAT MANY HAVE FELT WAS LACKING IN RECENT YEARS.

BECAUSE WE WERE ABLE TO ACCOMPLISH SO MUCH AT TLATELOLCO BY WAY OF STATING GENERAL PRINCIPLES, I SUGGEST WE DO NOT NEED A LONG COMMUNIQUE AT THE END OF THIS MEETING.

-- THE TASK OF THIS MEETING, AS I SEE IT, IS TO BEGIN TO
DEFINE THE PROCEDURES WE NEED TO MAKE THE EFFORT WE ARE
EMBARKED UPON A SUCCESS.

WE AGREED AT THE OUTSET OF OUR MEETINGS IN MEXICO TO
AVOID FORMALISM IN OUR DISCUSSIONS BECAUSE WE WERE AWARE
THAT THE TASK OF REBUILDING OUR RELATIONSHIPS WOULD
REQUIRE MORE THAN SPEECHES.

WE DECIDED TO HAVE ANOTHER MEETING ONLY EIGHT WEEKS
AFTER THE FIRST BECAUSE WE WERE ACUTELY CONSCIOUS THAT
OUR DISCUSSION HAD ONLY BEGUN.

OUR MEETINGS CAN ONLY SET THINGS IN MOTION, AND PROVIDE
GUIDELINES; BUT THE EVERYDAY WORK OF ACHIEVING CONCRETE
RESULTS MUST BE DELEGATED TO OTHERS - OUR REPRESENTATIVES
AND OTHER EXPERTS.

-- I BELIEVE, AS I SAID IN MEXICO CITY, THAT THE WAY TO
GIVE PURPOSE AND MEANING TO OUR ASSOCIATION IS BY JOINT
ACTION.

BY JOINT ACTION, I DO NOT NECESSARILY MEAN TOTAL
COORDINATION.

I SIMPLY MEAN THAT WE SHOULD MAKE AN EFFORT TO IDENTIFY
SOME AREAS IN WHICH WE HAVE A COMMON INTEREST AND ACT UPON
THEM.

THERE ARE TWO SITUATIONS IN WHICH WE MIGHT ACT JOINTLY:

(1) EVENTS THAT ARE THRUST UPON US - OUR OWN
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DIFFERENCES AND WORLD CRISES WHICH INVOLVE US.

(2) EVENTS THAT WE CAN SHAPE BY OUR OWN INITIATIVE -
IN THE HEMISPHERE OR IN THE WORLD.

-- JOINT ACTION PRESUPPOSES CONSULTATION

THAT IS WHY I EMPHASIZED CONSULTATION SO MUCH AT
MEXICO CITY.

WE HAVE ORGANS OF CONSULTATION IN THE INTER-AMERICAN
SYSTEM - WE SHOULD USE THEM TO BETTER ADVANTAGE.

WHERE NEW MODES OF CONSULTATION ARE NEEDED WE SHOULD
CREATE THEM. OUR MEETINGS IN MEXICO AND HERE ARE THEM-

SELVES A NEW FORM OF CONSULTATION. I AM LOOKING FORWARD, IN ADDITION, TO VISITING SEVERAL OF YOUR COUNTRIES LATER THIS YEAR. WHERE I CANNOT GO MYSELF, I WILL SEND SOME OF MY SENIOR ADVISERS. IN THIS WAY, I HOPE THAT BY YEAR'S END WE MAY HAVE TURNED OUR DIALOGUE INTO A PROCESS OF CONTINUOUS CONSULTATION.

BUT GENERAL CONSULTATIONS, IMPORTANT AS THEY ARE FOR INCREASING OUR UNDERSTANDING OF EACH OTHER AND IDENTIFYING POSSIBLE POINTS OF AGREEMENT, ARE NOT ENOUGH. WE MUST BEGIN TO MOVE FROM CONSULTATION TO ACTION.

-- OUR TASK AT THIS MEETING IS TO IDENTIFY THOSE POINTS IN THE TLATELOLCO AGENDA ON WHICH WE SHOULD ESTABLISH THE SPECIFIC CONSULTATIONS.

-- MY ADVISORS AND I BELIEVE THE FOLLOWING TOPICS FROM THAT AGENDA LEND THEMSELVES TO CONSULTATION LOOKING TOWARDS JOINT ACTION:

(1) THE MULTILATERAL TRADE NEGOTIATIONS.

WE BELIEVE THIS IS ONE OF THE MOST FRUITFUL, IMMEDIATE AREAS FOR JOINT ACTION:

(A) WE HAVE COMMON INTERESTS IN ACHIEVING ACCESS TO
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OTHER MARKETS (EUROPE AND JAPAN).

(B) THE U.S. CAN BEST RESPOND TO BILATERAL PROBLEMS REGARDING ACCESS TO ITS MARKET BY DEALING WITH THE PROBLEM IN A MULTILATERAL CONTEXT. IT IS EASIER FOR US TO TAKE ACTION ON WHAT SEEMS TO BE A BARRIER TO AN INDIVIDUAL PRODUCT FROM AN INDIVIDUAL COUNTRY BY DEFINING GENERAL RULES IN THE MTN SO AS TO LIBERALIZE ENTRY.

(C) WHAT WE WANT TO BE ABLE TO DO IS TO TAKE INTO ACCOUNT OUR SPECIAL RELATIONSHIP WITH YOUR COUNTRIES AS WE WORK OUT OUR POSITIONS ON ISSUES IN THE MTN.

AS I PROMISED AT TLATELOLCO, THE DEPUTY SPECIAL TRADE REPRESENTATIVE OF THE PRESIDENT, AMBASSADOR MALMGREN, HAS VISITED SOME OF YOUR COUNTRIES AND SCHEDULED VISITS TO OTHERS TO CONSULT ON THESE TRADE ISSUES AND TO SEE WHERE WE CAN BE SUPPORTIVE OF YOUR OBJECTIVES.

WE EXPECT TO CONSULT WITH MORE OF YOUR COUNTRIES IN THIS MANNER AS TIME GOES ON.

WE WILL ALSO USE THE SPECIAL COMMITTEE FOR CONSULTATION
AND NEGOTIATION (SCCN) TO DISCUSS THE MTN.

WE HOPE THAT WE CAN AGREE TO ESTABLISH A CONSULTATIVE
GROUP AT THE SITE OF THE NEGOTIATIONS IN GENEVA.

(2) THE WORLD FOOD CONFERENCE.

AMBASSADOR EDWIN MARTIN, WHO IS COORDINATING THE U.S.
PREPARATIONS FOR THE MEETING, WILL BE TRAVELLING TO
SEVERAL OF YOUR COUNTRIES TO EXCHANGE VIEWS ON THIS
IMPORTANT MEETING. HE STANDS READY TO CONSULT WITH ANY
OTHERS THAT ARE INTERESTED.

-- THE BASIC CONCEPT UNDERLYING
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